

# ESA Competitive Procurement Process

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1 - You are an ESA registered Entity

If not: <https://esastar-emr.sso.esa.int/> is where you should start from.

A LIGHT registration is all that is needed for first access to the ESA tendering system.

3 – You have maintained your FULL ESA registration in the last 12 months

If not, you will be prevented from accessing the tendering system, so go back to <https://esastar-emr.sso.esa.int/> and update your data. Send it for validation.

5 – You are familiar with the ESA-STAR Publication system

If not, there are tutorials online

# It all starts with...

An announcement for a future Invitation To Tender (ITT) on ESA-STAR Publication:

<https://esastar-publication-ext.sso.esa.int/>

**esa** esa-star  
Publication

▼ Open Competition  
Intended  
Issued  
All by Status  
▶ Call for Proposals

### Tender Actions - Open Competition Intended

▶ Filters

Results: 203 Items Found

« « 1 2 3 4 5 ... 21 » »

1-11775 1000037302	<b>LUNAR ENVIRONMENT SURFACE PACKAGE - EXPRO PLUS</b> During the Apollo missions, the highly abrasive, volatile and sticky dust composing most of the lunar regolith was evidenced as a significant engineering challenge for lunar dusty environment is mandatory to further establish design constraints and develop the technologies required for long-term robotic and human presence. While Earth-based on the double probes configuration, electron beam sensing or monopole antennae. However, the successful deployment of a field sensor at the surface or another platform a breadboard for the measurement of electric fields at the lunar surface and electric charge, mass and size of lofted regolith dust grains. In addition, it establishes, at con	Intended
1-11758 1000037246	<b>PRE-PHASE A SYSTEM STUDY OF A HIGH RESOLUTION LUNAR MINERALOGY MAPPER - EXPRO PLUS</b> The past lunar missions, over the last two decades have shone light and deepened our understanding of the Moon. These have primarily been achieved by providing a global potential source of resources for the future. This novel mission concept would provide high resolution imaging, covering the spectrum from infrared to ultraviolet wavelength future crewed or un-manned missions. The present activity will review the needs for new data sets for science and resource exploration and establish a technical baseline fo	Intended CANCELLED
1-11798 1000037523	<b>IMPLEMENTATION OF THE SOUNDING ROCKET EXPERIMENT BATCH 1 IN E3P PERIOD 3</b> Develop and manufacture 6 new Sounding Rocket experiments and launch 5 of them: KRABS, SOLARMAG, XRMON-M6, IMEDYS and XRMON-CETSOL_Scream-H2 limited to PI	Intended
1-11680 1000036955	<b>LASER ABLATION IONISATION MASS SPECTROMETER- POWER SUPPLY AND CONVERTER: PHASE B DEVELOPMENT AND</b> The activity will ensure the development the LTMIC instrument main subsystem to end of Phase B1 in line with the CLDS on ADTEMTC NASA mission	

# And then the ITT get published!

Time to read ITT and, if you have questions to raise them ONLY via ESA-STAR Tendering.

**DO NOT contact anyone at ESA directly.**

Your questions will be read and an answer will be prepared, to be published – together with the questions – as a clarification to the ITT.

You will have until 14 days prior to the submission to ask any questions.

After that time, you are expected to start writing or completing your offer so that you can send it on time to ESA.

**DO NOT MISS THE DEADLINE.**

Prepare your offer and supporting document ready for upload at least 24 hours prior to the deadline. Start uploading the documents as soon as you can to avoid potential technical issues and last minute panic.

If you do encounter technical issues, check the procedure to be followed published with the ITT.

# In case of troubles...

You can contact esait Service Desk from Monday to Friday  
from 8:00 to 18:00 CET at:  
esait Service Desk - ESA Corporate Applications: 80700 (option 2)  
External lines: +39 06 941 80700  
E-mail: [esait.Service.Desk@esa.int](mailto:esait.Service.Desk@esa.int)

This is also specified in the ITT

# PAY ATTENTION TO:

The ITT requirements, etc.

## Beware of the Key Acceptance Factors declaration:

In the ESA-STAR process of tender submission, it is compulsory for the Tenderers to make declarations related to Key Acceptance Factors: Tenderers have to provide, in the dedicated section of ESA-STAR Tendering, the corresponding statements of compliance. A statement of non-compliance to any of the Key Acceptance Factors will lead to the tender being declared non-admissible and excluded from evaluation.

BUT

If the analysis of the full tender, admitted at Opening, for evaluation, reveals that the tender is not in line with any of the declarations given in the “Key Acceptance Factors” section, the tender will be excluded from further evaluation.

# So what happened next?

## The opening of the offers:

The ESA representatives (i.e., the technical and the contracts officer) open the cover letter of each offer submitted and assess if the offer can be accepted for evaluation or should be rejected.

## The evaluation:

Our evaluation team reads the accepted documents and again assess if the offer must be discarded or evaluated further.

All offers who passed through the two preliminary screening and then marked on a scale from 0 to 100 on each criterion specified in the ITT.

The published weighting factors are applied and – in principle – the board recommends to place a contract with the team whose offer presents the best combination of marks and price is recommended.

If specified in the ITT, geographical return consideration might also influence the recommendation.

# And then...

The Evaluation Board recommendation has to be endorsed by the initiating authority.

Once this is done, the selected consortium is contacted and negotiation proceedings start.

Unsuccessful Tenderers will only be notified of their marks and given a written debrief of their proposal once the contract has been signed by both parties.

**Tenderers are not allowed to ask about the evaluation until they are contacted first by ESA.**

But the status of the ITT can be seen from ESA-STAR:

The screenshot shows the ESA-STAR Publication interface. On the left, there is a navigation menu with options like 'My Favourite Tenders', 'My Views', and 'All Active ESA Tender Actions'. The main content area displays a list of tenders:

Reference Number	Title	Status
2-1876 1000036409	G2 SYSTEM SUPPORT PHASE CDE SYSTEM SYSTEM AIV- STAGE 2 - (AO N. 1-11307 STAGE 1)	Awarded
1-11659 1000036798	PRE-PHASE A/PHASE A SYSTEM STUDY OF AN APOPHIS MISSION	Tender Opening in Progress
3-18109 1000037150	SURVEY OF EUROPEAN RESEARCH (CAPABILITIES) [SERCA] - EXPRO	Issued
2-100426 2000000419	Restricted Tender RT-C/TEC-EFE/00935 in Activity Domain PLT - WP ref. PLT-05-01 Microwave/Mm-Wave Technology	Tender Opening in Progress
2-100427 2000000420	Restricted Tender RT-C/EOP-B/00193 in Activity Domain E-ENG - WP ref. E-ENG-01-44 End to End Simulations Support	Tender Opening in Progress



# ITT Status Progression



Intended

Issued

Tender Opening in Progress

Evaluation 1 – Tender Evaluation Board

Evaluation 2 – Recommendation & Endorsement

Awarded

Archived



# Questions?